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*Integrity - Service - Excellence*

**ESC President's  
Forum Working  
Group**



**Break-out Group #1**

**Report for 7 Nov 01**

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# ***Threads***

- **no money**
- **previous President's Forum efforts -- results?**
- **Accountability**
  - **metrics**
  - **Incentives**
- **Partnership means having Industry inputs**
- **Lack of understanding on Industry market right now**



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## ***Observations***

- **No common processes on decision making for building C2 systems**
  
- **Definition of Enterprise not clear**



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# ***What is the problem set?***

- **C2 Enterprise Integration?**
- **C2 Acquisition?**
- **Industry relations**
- **\$\$**



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# ***Thread and Problem Statement***

- **C2 Enterprise Integration**
  - Partnerships



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# **Common Vision**

- **What is C2 Enterprise Integration?**
  - **Don't use what you gave today, rather**
  - **Implementation characteristics**
  - **End picture**
- **What is role and value of ESC in achieving in achieving C2EI (other than IPTs)?**
- **What's valuable to ESC?**
- **What does integration cost, and where do the dollars come from?**



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## ***Visioning - cont'd***

- **What's valuable to Industry?**
  - **Insights**
  - **Help AF succeed**
  - **Funded steady customer**
  - **Large technical model for other customers**
  - **Business Target**
    - **Shows business case**
    - **Simplifies business base**



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## ***Visioning - cont'd***

- **What is the market right now in Industry?**
  - **Where is Industry at today (as of Nov 30th)?**
- **What can we do for each other?**
  - **Share model/best practices**
  - **Help educate workforce**
    - Employee exchanges
    - Seminars on processes
  - **Find money for C2EI**



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## ***Visioning - cont'd***

- **What does ESC want out of Dec 13th Pres Forum?**
  - Industry advice and comfort level
  - Sources of money
  - low-hanging fruit
  - What technology and processes can ESC use to achieve success?
  - How can ESC do it better/faster?
- **What does Industry want out of Dec 13th meeting?**
  - Near-term -- insight, confidence, viability of program
  - long term -- investment \$\$, business plan
  - where does ESC fit into future business plans



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# ***Recommendations for C2EI***

- Start with what ESC owns, integrate those elements
- Focus: too large with too little control
  - Small chunks with better definition



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# **Partnerships**

- **Context brief**
- **business case decision process**
- **How industry partners**
- **Outside contracts is the issue**
- **Principles**
  - **Common vision and objectives**
  - **Trust**
  - **Mutual benefit and risk**
  - **Business case**



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# ***Truths***

- **Follow the money!**
- **You can't teach a pig to sing!**
- **Why appoint a single manager when a flight of four helps spread the blame?**



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## ***Agenda Ideas***

- **Open forum**
- **Pre-questions/read-aheads**
- **Where are the dollars?**
- **What's the expected outcome?**
- **How are partners to get there?**